TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2 ALLOCATION BY SALES LEVEL 10/23/96 11:04 AM

NEXT-FN :

SALES LEVEL: 16 BUFFALO REGIO
PROMOTION : 601794
PERIOD : 611-00

	DORAL FULL FLAVOR B1G1F	DORAL LIGHT B1G1F	DORAL LT 100 B1G1F	DORAL FF 100 B1G1F
ALLOCATION:	307	339	339	307
SALES LEVEL AVAILABLE :				
1622 SYRACUSE DIVISION	64 | 54	104 | 104	64 | 64	104 | 94
1623 ALBANY NY DIVISION	106 | 104	65 | 65	106 | 106	65 | 63
1626 BUFFALO DIVISION	81 | 83	85 | 85	81 | 81	85 | 87
1636 SPRINGFIELD DIVISION	0 | 10	32 | 64	0 | 32	32 | 42
1638 NASHUA NH DIVISION	56 | 56	21 | 21	56 | 56	21 | 21
	307	307	307	307

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---
Quit Retrn Main

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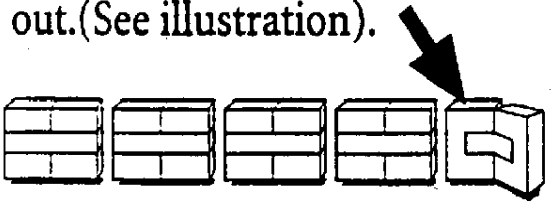
WHOLESALER PACKING INSTUCTIONS

VALUE-ADDED PROMOTIONS – 4TH QTR. '96

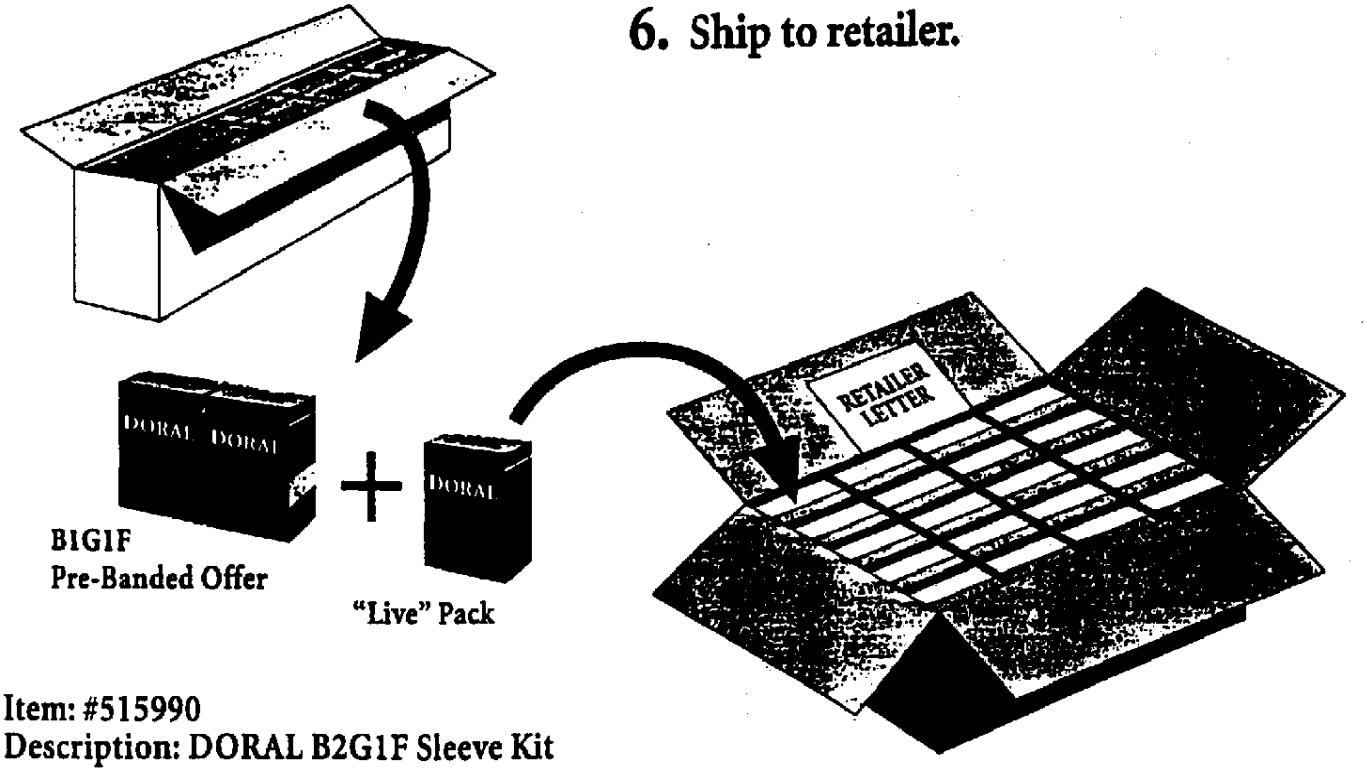
December DORAL National B2G1F (Buy 2 Packs Get 1 Pack Free)

Each white carton contains Five Prebanded 2-Pack B1G1F DORAL offers. Four offers are banded side-by-side. The fifth offer folds out.(See illustration).



STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve. (Each case contains 20 offers).
3. Add 1 "live" DORAL pack of same brand style to each offer.
4. Retailer Letter REMAINS in case.
5. Close the case.
6. Ship to retailer.



B1G1F
Pre-Banded Offer

"Live" Pack

Item: #515990
Description: DORAL B2G1F Sleeve Kit

Brand Style	Lt Kg	Ff 100				
Number of Cartons	2	2				

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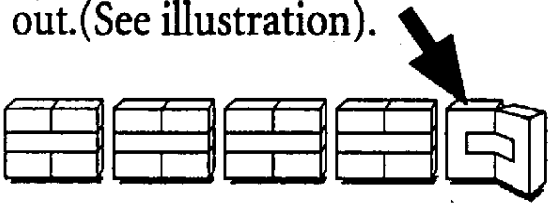

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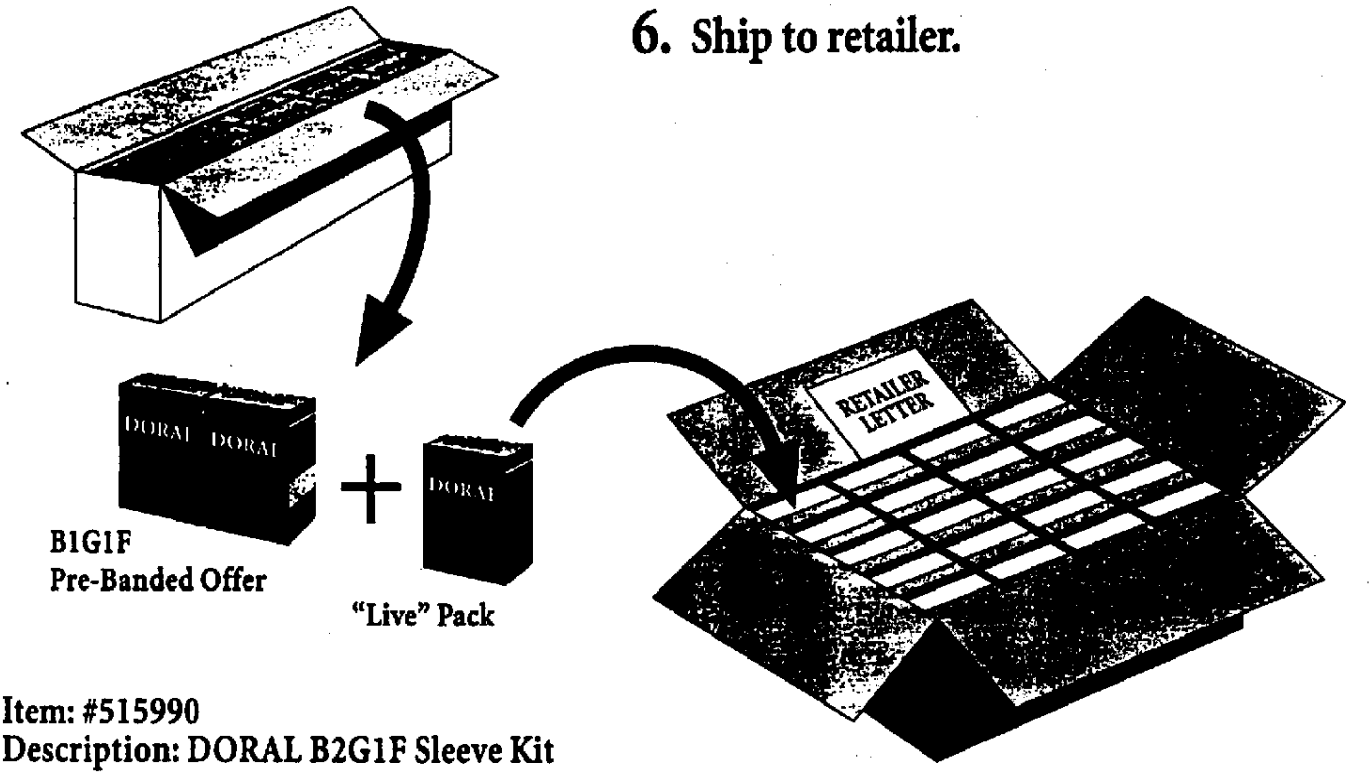

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FULL/SAVING - RETAIL PREM/BSGSF/OTHER		YTD THRU 09/96	JAN	FEB	MAR	APR	MAY	JUN
601270 DOR B2G1F SEPT.	PLANNED	87,600						
	PLACED	72,260						
	% PLACED	82.48						
601794 DOR B2G1F-DEC	PLANNED	179,400						
	PLACED							
	% PLACED							
TOTAL FULL/SAVING - RETAIL PREM/BSGSF/OTHER (EXCLUDES NATIONAL CARTON PROMOTIONS)								
TOTAL OFFERS PLANNED		1,987,040		105,000	227,920	255,840	196,200	81,200
TOTAL PLANNED OFFERS PLACED		1,591,915		112,120	191,813	206,676	244,820	79,423
% OFFERS PLANNED VS. PLACED		80.11						
EARLY REPORTED PRIOR TO PLAN		1,560						

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DECEMBER TRANSFERS / DORAL B2G1F #601794 (BPE)

CASES TRANSFERRED TO/ FROM 16XX:

11XX		12XX		13XX		17XX	
From 16XX (**)	To 16XX	From 16XX	To 16XX	From 16XX	To 16XX	From 16XX	To 16XX
29	16	5	3	1	4	13	14
29	16	5	3	1	4	13	14

(**) Includes 13 cases transferred back to 11XX for Polep realignment

TOTALS									
			#/SKUs Needed			#/Offers To Post			
	SKUs Needed		To/ From 16XX		Cases	Post To 16XX	Cases	Post From 16XX	
	29	16	195	11XX	29	8,700	16	4,800	
	5	3	30	12XX	5	1,500	3	900	
	1	4	-45	13XX	1	300	4	1,200	
	13	14	-15	17XX	13	3,900	14	4,200	
	48	37	165		48	[illegible]	37	[illegible]	

16XX POSTING

179,400 (Planned) - 14,400 (Outside Posting) = 165,000 (16XX Posting)

#/SKUS	#/Offers	Date Posted
	0	
	0	
	0	
	0	
	0	
	0	
	14,400	From Outside Regions
	14400	Total

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